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The San Diego REALTOR®

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What's Happening at SDAR • August 2009

SDAR ELECTION GUIDE FOR 2010 OFFICERS, DIRECTORS AND BYLAWS AMENDMENTS

Cast your vote for 2010 SDAR Leadership and Bylaw amendments beginning Monday, August 24, 2008, at 8:00 a.m. (PDT)

Eligible SDAR REALTOR® members will receive an online ballot with voting instructions from Internet Crusade. Please visit www.sdar.com for more election information. If you have technical problems casting your vote during the voting period, call SDAR's Election Hotline at (858) 715-8054, Monday through Friday, 8:00 a.m. to 5:00 p.m. (PDT).

Note: New members must have attended new member orientation on July 7 in order to be eligible to vote in this election. Candidate names are listed in the order of a drawing conducted by the SDAR Election Chair and in accordance with procedures defined in SDAR's Administrative Election Procedures.

Below are the Bylaw amendments that will be included as part of the ballot.

BYLAW AMENDMENTS

- To change **Article XI – Directors and Officers, Section 3. Election Procedure, A. Nominations** as follows:

"A Nominating Committee of seven (7) members, including the chair, shall be appointed by the President with the approval of the Board of Directors. The Immediate Past President shall be a member of this committee, ~~and serve as the Chair.~~ The President-Elect will be an ex-officio member of the committee without a vote, but able to participate in discussions. ..."

Note: The above amendment brings the Bylaws into conformance with Article XIII which states the President appoints the chairs of the standing committees, subject to Board of Directors approval.

- To change **Bylaws Article XI – Directors and Officers, Section 2. Officers, I. Executive Vice President** as follows:

~~"...In the absence of the President or the President's designee, In addition to the President, the Executive Vice President or designee is to serve as is also authorized to serve as the spokesperson for the Association."~~

Note: The above amendment brings the Bylaws into conformance with SDAR's approved Management Model.

- To change **Article XI. Directors and Officers, Section 1.**

Directors, B. Number and Qualification of Directors, 3., (a) and (b) as follows:

- To be eligible for the position of director of the Association, prior to the effective date of office, a member:

- must have been a REALTOR® member of the Association for a minimum of two (2) full calendar years of the last three (3); and
- must have served a minimum of at least two (2) full calendar years of the last three (3) as a member of a standing committee.

Note: The above amendment changes the qualifications to run for the position of Director, and will become effective for the 2010 election of 2011 directors.

- To change to **Article XI. Directors and Officers, Section 2. Officers, B. Qualifications** as follows:

To be eligible for an officer position of the Association, the person must have ~~been a director served on the Board of Directors~~ of the Association for

a minimum of at least two (2) full calendar years of the last three (3) prior to the effective date of office.

Note: The above amendment changes the qualifications to run for an officer position, and will become effective for the 2010 election of 2011 officers.

Timeline for the Election Process

Wednesday, August 19 – Meet the Candidates Happy Hour

Monday, August 24 – Online voting begins at 8:00 a.m.

Tuesday, September 3 – Online polls close at 5:00 p.m.

Friday, September 11 – Meet 2010 Officers and Board of Directors at Chili Cook-Off and Annual Meeting.

Meet the Candidates on page 5



PERIODICAL

The San Diego REALTOR® (ISSN 1096-8210; USPS 479-460) is the official publication of the San Diego Association of REALTORS®, which is affiliated with the National Association of REALTORS® and the California Association of REALTORS®.

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CELEBRATING THE AMERICAN DREAM

The San Diego Association of REALTORS® Annual Meeting will take place in conjunction with the 2nd Annual Chili Cook-Off and Luncheon on Friday, September 11, from 11:00 a.m. to 2:00 p.m. at SDAR's Kearny Mesa office. The afternoon includes great chili recipes, prizes, and Community Volunteer Recognition.

The event is free for all SDAR members and includes lunch. There will be music and plenty of opportunities to network with exhibitors while tasting their best chili recipes.

We will also honor our members and real estate companies with the Community Volunteer Recognition awards which are given to active volunteers in the community. Your recognition not only helps the organizations, but it lets the public know YOU CARE! Don't think by nominating yourself or another REALTOR® you are simply patting yourself on the back. This is your opportunity to help promote the real estate industry as a whole.

Recommend a Company/REALTOR®/Affiliate that is currently involved in:

- Charity groups
- Civic organizations such as Rotary, Lions, Kiwanis
- Schools, parent-teacher associations
- Homeowner associations (HOAs) or neighborhood events
- Music, arts or culture
- Local government
- Food banks, blood drives
- Health care institutions such as hospitals, American Cancer Society, March of Dimes
- Any other non-profit organization (subject to committee review)

To register for this event or for a Community Volunteer Recognition nomination form, visit www.sdar.com. We hope to you see there in your red, white, and blue!



PRESIDENT'S PERSPECTIVE

It's been a pretty hot summer in beautiful San Diego. I hope that business has been good to you and you managed to close some transactions while staying cool.

We have been busy at the San Diego Association of REALTORS®. Perhaps the most exciting news is that the Coronado Association of REALTORS® recently voted to merge with SDAR. We are pleased to welcome the nearly 200 new members to SDAR. Coronado will retain a service center on the island and, in addition, SDAR will begin to hold education courses in Coronado beginning in

the fall. We are thrilled to be able to provide all of our benefits and services to the fine REALTORS® from across the bay.

Our July statistics again paint a positive picture for the local real estate market. Median prices for single-family homes in the San Diego region continued their upward trend in July. The median price for detached homes increased for the 4th straight month (3.1 percent, to \$371,000). Attached dwellings saw a slight decrease in median prices from June. Sold listings continue to be strong. Compared to last year at this time, total sold listings of single-family homes are up 26 percent, and condos/townhouses are up 28 percent. The average number of days that properties are remaining on the market has reached its lowest level of the year: In July, single-family

homes averaged 69 days, and condos/townhouses averaged 72 days.

We have a few events coming up in September that I encourage you to attend. First is the Chili Cook-Off Luncheon and Annual Meeting on September 11. This is a fun event that will feature lots of great food. It will also be my honor to help present the Community Volunteer Recognition. It is only fitting that we honor all those who give back to our community on such a memorable day in our nation's history.

In keeping with the theme of giving back, the 2nd Annual Everyday Heroes 5K Walk/Fun Run is taking place on September 26 at Liberty Station in Point Loma. All proceeds from this event benefit the SDAR Ambassadors Foundation "Everyday Heroes" Program which helps San Diego Police Officers become hom-

owners. I encourage you to walk with us and get your office, friends, and family involved in this great cause.

Lastly, I encourage you to vote in the upcoming SDAR elections. We have a candidate guide in this issue so you can find out more about those who wish to represent you. You can also visit www.sdar.com for more information about the elections and to watch video messages from the officer candidates.

I hope to see you at our events in September!

Sincerely,
Erik Weichelt
2009 President



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MICHAEL T. MERCURIO

As Chief Executive Officer it is my goal to ensure that the benefits and services we provide help you in your everyday business. I am pleased to be able to expand our existing services and introduce new ones to our members throughout the year.

Recently we reintroduced a member benefit to help REALTORS® who also manage properties. SDAR is pleased to offer fast, convenient tenant screening for our members and their landlord clients through a new partnership with TransUnion SmartMove. Members can obtain these reports at a 50% discount, or \$20 (\$25 for a full report).

We are still offering FREE open house postings on SDAR's website. It's easy... just visit www.sdar.com and click on

the radio show graphic. You can use the easy online submission form or the fax-back form. Potential buyers and their agents can access the information on SDAR's Consumer webpage or from the Radio webpage.

The California Association of REALTORS® provides grants to REALTOR® members who take specified designation courses. To help you take advantage of these grants, SDAR is now offering packaged courses which will save you money while you get that competitive edge. We will also assist you in the grant application process.

In the coming months SDAR plans to introduce many other benefits and services, including computer repair

service and social networking opportunities, to name a few. In tough times you need your association more than ever, and we are doing everything we can to be effective.

I am pleased to announce Michael Harris has joined SDAR as the new Director of Marketing. Michael has an extensive background in marketing and will help SDAR not only market services to its membership, but more importantly to the general public, community partners, and affiliate industries to enhance the REALTOR® name. We also recently added Julie Lukoski as Sales Account Executive and Hartley Hoffman as Events & Marketing Assistant.

I would like to echo President Erik

Weichert and welcome REALTOR® members from Coronado. I am confident you will enjoy all that SDAR has to offer.

*Sincerely,
Michael T. Mercurio*

BOARD OF DIRECTORS HIGHLIGHTS OF JULY 2009 MINUTES

- **President's Report:** Erik Weichert reported that he has done multiple media interviews during the previous month.
- **President-Elect's Report:** Mark Marquez reported that he attended a legislative staff appreciation reception hosted by SDAR.
- **Vice President's Report:** Chris Anderson reported that she has continued to visit local area caravan meetings to work with them on various issues.
- **Chief Executive Officer's Report:** Mike Mercurio reported that SDAR had become a member of the North County Chamber of Commerce, and that he had met with Congressman Brian Bilbray to discuss a possible extension of the Ambassadors Foundation to help veterans get into the real estate business. He also noted that SDAR membership to date is 9,929.



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The following people have applied for membership in the San Diego Association of REALTORS®. Any objections to the admittance should be addressed in writing to the Membership Committee, San Diego Association of REALTORS®, P.O. BOX 85586, San Diego, CA, 92186-5586.

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Sean Harris - Trivest Realty
Michael Herlihy - Lee Mather Company
Andrew Hinkle - Andrew Hinkle
Constance Hughes - Constance Hughes Properties
Dennis Humberstone - Dennis Humberstone
Chad Iafrate - CRI Consulting, Inc.
Dmitry Itkin - Ideal Real Estate
Sheryll Jackman - Jackman Realty
Andre Jimenez - Windvest Corporation
Bruce Johnson - Coronado Realty Consultants
Albert Kaiss - Kaiss Group Real Estate
Lindsey Kalal - Kalal Investment Realty
Kery Kamita - Kery Kamita, Broker
Ken Karsh - Karsh Real Estate
Ted Lacy - Elena Group, Inc.
Crystal Lee - America Real Estate
Leo Legidakes - Crown City Realty
Dean Maltzman - Island Shores Realty
Russell McKee - McKee Management
Suzanne McNeill - Seashore Properties
Alfred McNitt - Diamond Equities
Gerardo Miranda - Miranda Real Estate
Cecile Mixon - Mixon Realty
Teresa Moore - Teresa Moore
Lance Morton - Lance Morton Real Estate
Michel Napolitano - Napolitano GMAC Real Estate
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Lou Ann Williams - Prudential CA Realty-Uptown
Renee Wilson - Park Life Real Estate
Tami Woods - Lee Mather Company
Pauline Wright - HouseRebate.com
Sarah Wynn - RE/MAX Associates
Brunilda Zaragoza - Coldwell Banker
Daniel Zaragoza - Coldwell Banker
Shari Zolna - Sellstate Next Generation

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Tsae Chang - RC Realty
Amir Feinsilber - Bid4agents.com Realty, Inc.
Nancy Fennell - Coastline Capital Corporation
Marc Pretera - Keller Williams Carmel Valley
Alan Sjöholm - Horton Realty Partners

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CANDIDATE FOR
PRESIDENT-ELECT



ROBERT F. KEVANE
The Kevane Company, Inc.

Why do you seek this position?
OUR ASSOCIATION MUST LEAD THE FUTURE – NOT FOLLOW IT!

The present economy and real estate market are the most challenging we have experienced in our lifetimes.

Our membership requires proven leadership and experience.

Technology is getting more complicated. The MLS will soon be statewide, followed by nationwide. SDAR needs to be aggressive in its management and enhancement of these systems.

The demographics and diversity of our county, state, our client base and our own membership are shifting. We must change our Business Models to better accommodate the diverse population of which we as San Diegans and Californians are proud. This point in time provides a tremendous opportunity for our association to renew itself and our members, along with reestablishing the professionalism of our industry in the eyes of our entire population!

Throughout the years I have spent at SDAR, I have consistently stressed conscientious thought, professionalism, and concern for others, along with determination for developing solutions to complex problems. It is my firm intention and promise to the membership that I will continue this effort to ensure that SDAR and its membership are truly the Voice of Real Estate within our community.

What skills and experiences do you bring to this position?
EACH OF US OWES A DUTY TO OUR COMMUNITY TO LEAVE IT BETTER THAN WE ORIGINALLY FOUND IT!

I have been involved with the Real Estate Industry for 43 years. I have operated my business for 36 years, and have been a member of SDAR for 34 years. I have been a member of your Board of Directors for nine years, your current Treasurer, and your Treasurer on two previous occasions. I have been vice chair and chair of numerous committees at SDAR. I have received the designation "Member for Life" from our association, I was Volunteer

of the Year at SDAR, received honorable mention nationally by NAR "Good Neighbor Awards" and received the "Public Service Award" for the state of California, and later for the nation, from the American Institute of CPA's.

I have been involved in politics representing real property interests for over 40 years. I led the charge for SDAR in defeating the point of sale inspection requirement for lead paint, at the San Diego City Council. I helped develop a plan for the City of San Diego to locate asset managers for foreclosed properties, thus, avoiding a Chula Vista-style registration and fine ordinance for vacant and foreclosed properties.

I was the primary negotiator between the seller's representative and SDAR's Board and attorneys in connection with the acquisition of SDAR's headquarters and adjacent office building.

What do you see as the key issues and challenges in the industry?
SHORT-TERM FIXES ARE NOT NECESSARILY WHAT IS BEST FOR THE LONG-TERM LIVABILITY AND FINANCIAL VIABILITY OF OUR INDUSTRY, MEMBERS AND OUR COMMUNITIES!

Keeping agents informed with up-to-the-minute changes in all aspects of our industry is the Association's biggest challenge.

Unemployment, declining incomes, inflation, increased fuel costs, increased living costs, availability of financing, complicated technological advances, and the ever-increasing government regulation and need for additional revenue are but a few of the daunting issues facing our industry.

What effect has your SDAR Membership had on your career and what will you do to make SDAR more effective for members?

SDAR has encouraged me to grow as a person and professional. SDAR has placed me in positions that I had no choice other than to develop solutions. SDAR alone does not own the answer book; however, SDAR does develop and does have the people who are defining and solving the complicated issues and problems as they evolve within our industry and society as a whole.

Our association must be on the cutting edge in bringing more support and education to our members.

As with industry around the globe, consolidation will be required as we navigate this treacherous period and the challenges that we face. With over 40 years experience, working with thousands of individuals and business clients, I have developed a philosophy that will ensure our association remains progressive, financially strong, and continues our mission to serve our members and our community.

.....

CANDIDATE FOR
PRESIDENT-ELECT



CHRIS ANDERSON
Town & Country Realty, Inc.

Why do you seek this position?
Years of volunteerism, experience & skills have prepared me well for the role of President-Elect. Currently serving as your Vice President, California Association of REALTORS® as Director, SDAR Director for 5 years & participating on the 2008, 2009 and 2010 SDAR strategic plans, I understand the local and statewide challenges you face in today's market and how we as an industry should navigate through to survive.

What skills and experience do you bring to this position?
Participating in up and down markets over the past 20 years as a full-time REALTOR® has given me insight on how to anticipate & manage both. My focus at SDAR is Professional Standards, Government Affairs & Risk Management:

Professional Standards and our Code of Ethics are what set us apart. Over the past 9 years I have participated on the following committees:

- Professional Standards Executive Committee 2006-2009
- Professional Standards Committee 2005-2009
- Grievance Committee member, Vice Chair & Chair 2002-2004

Government Affairs is important to our industry. Protecting & preserving property rights, being informed on the issues and fighting to protect our industry were the draw for me to serve at SDAR:

- Government Affairs Committee 2001-2005 & Vice Chair 2008, Chair 2009
- Seated 1999-2009 on a local planning group
- 3 Appointments by County Supervisors

Risk Management protects our clients and us. Keeping aware of the latest lawsuit trends, creating new forms for disclosure and dispersing these forms for use is key to maintaining our standard of practice. I have contributed to:

- Co-Chair REALTOR®/Attorney Committee 2004-2006
- Risk Management Committee 2004-2009

- Lead author of 2 land forms
- Other committees which have prepared me to serve you as President-Elect:
- 2009 SDAR Vice President
 - SDAR Executive Committee
 - 5 year SDAR Director
 - C.A.R. Director
 - 2 year C.A.R. Regional Representative -Risk Management & Consumer Protection
 - C.A.R. Land Use & Environmental Committee
 - 2 year C.A.R. Regional Representative –Rural Forum
 - Ambassadors Foundation
 - Housing Opportunities
 - Events
 - Rebuilding Together
 - Communications
 - Education
 - Association Executive Search Task Force (Presidential Appointment)
 - Board Restructure Task Force (Presidential Appointment)
 - Association Management Task Force (Presidential Appointment)

What do you see as the key issues and challenges in the industry?
The key issues & challenges I see facing our industry are the MLS, the national economy & ethics.

As an association we are one stakeholder out of five at Sandicor regarding the local MLS and the way it serves our membership. We need to work together with the other four stakeholders to ensure a better MLS system. On the statewide MLS front, we need to have a voice and a stake in shaping its destiny.

The timing is a perfect storm for our industry to be preyed upon by unethical and fraudulent people. At SDAR and California Association of REALTORS®, I am actively working with the Government Affairs and Risk Management Departments together with the local District Attorney and Department of Real Estate to rid our industry and region of these practices to protect our members and consumers.

The economy is a factor. Our current national economic crisis could impact our profession and our clients if we are not being proactive on both the political and risk management fronts. I will organize our allied industry groups to speak as one voice, very loudly, on the issues that directly relate to our business and private property rights. Risk management tools, education & technology are all key at this time. Under my leadership you will be provided them at a reasonable cost. I pledge to you that I will vote to keep your dues low without reducing your current services.

What effect has your SDAR membership had on your career and what will you do to make SDAR more effective for members?

SDAR has given me so many opportunities to grow as an individual and as a professional. Our membership needs us now more than ever at a cost that

is affordable and with state-of-the-art services. This will require progressive thinking and fiscally sound leadership and I pledge to provide both! Thank you for your support!

CANDIDATE FOR
VICE PRESIDENT



RAYLENE BRUNDAGE
Weichert REALTORS® Elite

Why do you seek this position?

I have had the privilege to serve our Association three years as a Director, and work with fellow REALTORS® on numerous committees and task forces, both as a committee member and leader. I have an extensive background in

leadership with proven results in the area of community service and corporate management. My skills and leadership experience at SDAR has prepared me for this higher level of leadership as your Vice President.

The position of Vice President serves as the voice of the Board to the members. It has always been my belief that our association will improve through increased communication with our members, by updating the members on relevant and impacting issues as well as listening to our members about their needs and concerns. The challenge of our industry demands the dedication of a proven leader willing to listen, offer solutions and implement them. You have my commitment to continue this as your Vice President.

What skills and experience do you bring to this position?

- Director SDAR 2009
- Director SDAR 2007-2008
- Strategic Committee 2007, 2008, 2009
- Housing Opportunity 2004-2009 (Vice-Chair 2009)
- Events 2005-2009 (Chair 2009)
- Grievance Committee 2009
- Government Affairs 2008-2009
- Diversity Task Force 2007
- Image Task Force 2009

I came to the Real Estate business with an accomplished professional background. I brought my high-level professional experience at large corporations and applied it to a business I have the

greatest respect and appreciation for. Through obtaining and maintaining my Risk Management designation, I practice my business utilizing one of the many professional training courses and designations offered by our association.

My leadership philosophy translates to allowing the knowledge, experience and input of others to be used to the greater good of all. It also has been reflected in my willingness to speak at board meetings about issues that are significant to our members. My background in organizing and serving as a labor union president for a major corporation trained me to make myself available, listen to members' needs, and provide the solutions (education, information, etc.) to represent and protect the best interests of our industry and membership.

An example is the implementation of Tempo 5. I was present at many caravans and offices receiving (for the most part) very negative feedback. I made myself available and continued to seek the members' opinions and frustrations to voice at the Board of Directors and special Tempo 5 meetings. As you have heard, Sandicor is run by a separate board; however, I was unwilling to continue to offer that as an explanation. Although not a part of my Director responsibility, I made it a priority to attend the special meetings that had been established for feedback to share your concerns and frustrations.

What do you see as the key issues and challenges in the industry?

Our membership needs leadership

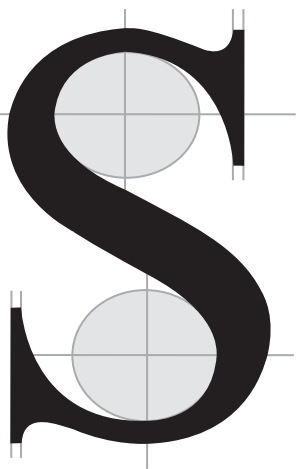
and unity more than ever during this economic and housing crisis period. It is imperative that we continue to form alliances with interfacing industries, i.e., mortgage brokers, appraisers (HVCC) to strengthen our voice on key issues that affect our ability to effectively do our job.

The reduction of member dues and increase in services has been effective and successful. Risk management, education, government affairs and technology are all areas of critical importance to our profession. I commit to continue to make these benefits available to our members, in the most cost-efficient manner.

We have witnessed the devastation of the credibility of our industry by greed and unethical practices. The education and enforcement of our Code of Ethics will differentiate us from those who are not REALTORS®. Continuing to educate and holding our members to our established standard will maintain our professional standard and image.

What effect has your SDAR membership had on your career and what will you do to make SDAR more effective for members?

SDAR has provided me the resources to reach the level of professionalism I sought in becoming a REALTOR®. My commitment is to improve the communication of our membership with our board and continue to provide benefits, education, and professional standards at a low cost.



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CANDIDATE FOR
VICE PRESIDENT



ANGELA ORDWAY
Prudential California Realty

Why do you seek this position?

I am honored to be nominated to serve as Vice President. I am dedicated to our Association's mission statement - the preservation of private property rights and to the promotion and protection of the business interests of our fellow REALTOR® members. The office of Vice President of SDAR is to work with our local marketing groups as a communication link between our membership and the leadership at the association, and encourage participation of the membership in political

arenas by supporting the association's PAC funds. As a practicing REALTOR® the issues we confront need to be heard and addressed. I have the passion to make our association the pre-eminent source of information to our members and the trusted voice of real estate for our members and the public.

What skills and experience do you bring to this position?

I have been a REALTOR® in California for 8 years and I have served the association and its members in many capacities during that time: First on the committee level and then elected, for 2 consecutive terms, as a member of your Board of Directors. My leadership experience as Chair of Government Affairs and the RAPP committees instilled in me the importance of understanding the political climate and working with our elected officials in a pro-active manner. We now have a voice at the table. From fundraising activities, public official endorsement recommendations and interaction with our political leaders, I have the proven track record of making a difference. I feel honored to have served on the Strategic Planning Committee for the last four Presidents. I participated in developing the framework of the transformation of our association to the 12th largest in the nation. I am seen by my peers "as a mediator, not an agitator, who can quickly access a situation, identify concerns and build a consensus with my peers and work to the solution for the good of the

body".

- SDAR Volunteer of the Year Award- 2008
- Director SDAR 2007-2009
- Director SDAR 2005-2007
- Director C.A.R. 2007-present
- Current Vice-Chair of Communications Committee
- Director Ambassadors Foundation 2009
- Ex-officio Chair of Government Affairs
- Ex-officio Chair of RAPP
- Golf Tournament Chair and Vice Chair 2007-2009

What do you see as the key issues and challenges in the industry?

Our challenging economic climate now is very different than a year ago. The key issue I see now and in the future is keeping the REALTOR® at the center of the transaction. REALTORS® need to continue to be educated in navigating the myriad of government programs, plans, and restrictions on our industry and helping them to be the reliable source of information to their clients. Our association needs to provide this education to keep agents on the cutting edge. Another key issue is that of the future of the statewide MLS and the financial impact on the local association and its members. The challenge to our association is to continually provide services above no other by listening to our membership and meeting those needs in this constantly changing marketplace. By

growing our membership we will be able to face these issues and challenges, and continue to build respect as the trusted voice in real estate in San Diego.

What effect has your SDAR membership had on your career and what will you do to make SDAR more effective for members?

My membership at SDAR has opened many doors for me. I have met hundreds of members through my years of volunteering. I am proud of my fellow REALTORS® and the commitment to volunteerism that everyone has for a better San Diego. The REALTOR® community has introduced me to professionals in the industry that have had tremendous influence on my career, not only as an effective REALTOR® for my clients but as a leader in the association and the community. It is important to listen to our membership and hear their concerns and suggestions. That is how change comes about. Mostly, I am very grateful to the professionals that work for the association and the tireless work they do for the membership. I look forward to serving you as your Vice President.



More information
on candidates on
page 12

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– Jennie
ARIA home owner



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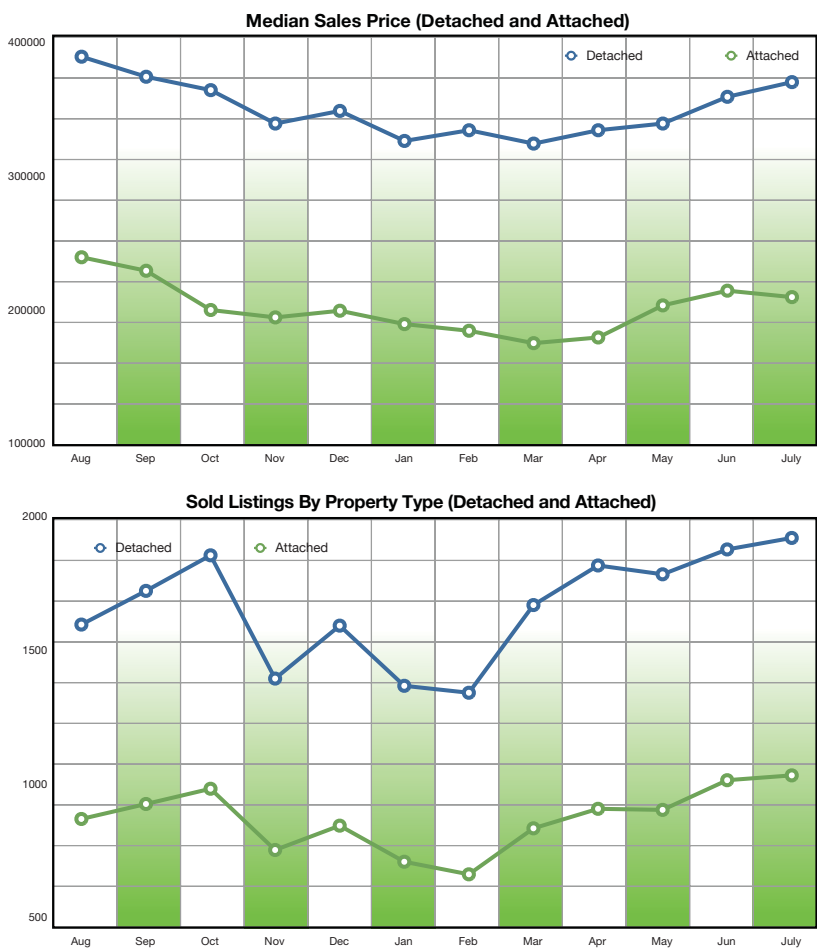
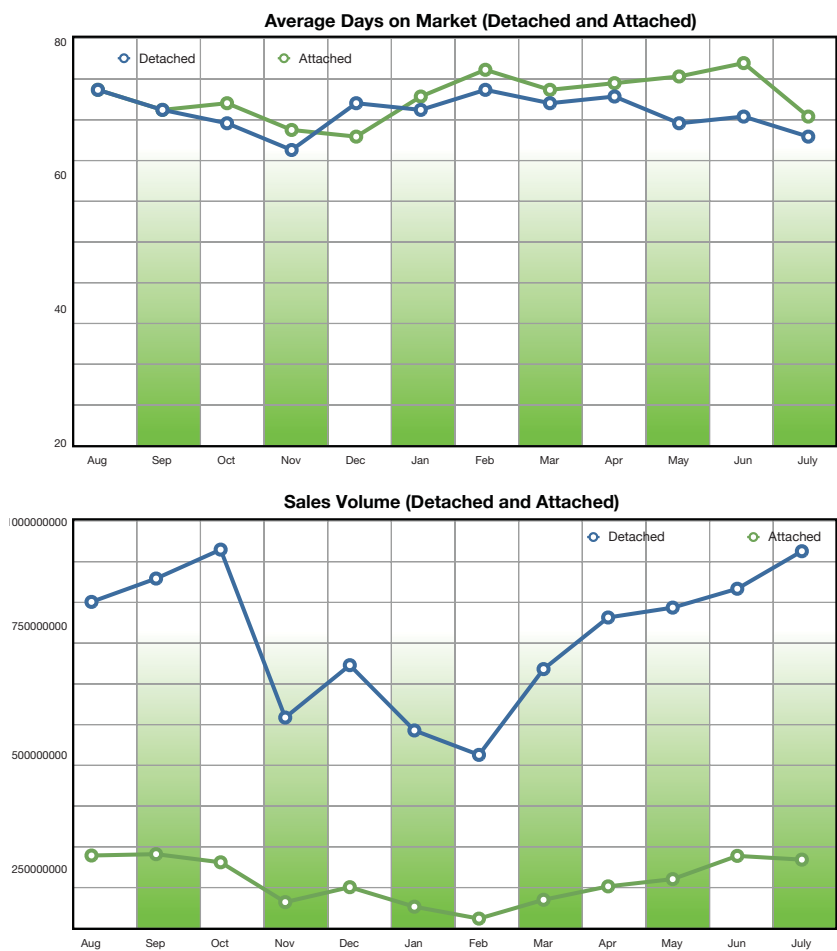
Current Year - 2009							Previous Year - 2008						
		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*	
Zip Code	Market Area	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD
91901	Alpine	14	92	77	87	\$469,950	\$430,000	11	73	88	111	\$602,500	\$516,000
91902	Bonita	12	84	65	67	\$407,500	\$423,500	7	45	61	84	\$600,000	\$539,900
91905	Boulevard	2	12	116	93	\$202,500	\$150,000	0	6	0	95	\$0	\$193,750
91906	Campo	5	46	21	94	\$112,390	\$158,215	4	17	57	127	\$212,450	\$239,000
91910	Chula Vista	34	233	78	71	\$290,000	\$302,000	32	204	89	82	\$375,000	\$377,500
91911	Chula Vista	45	325	59	67	\$236,000	\$270,000	37	201	71	71	\$310,000	\$345,000
91913	Chula Vista	31	308	54	67	\$368,000	\$380,000	48	257	69	85	\$420,000	\$417,000
91914	Chula Vista	25	172	67	68	\$535,000	\$500,000	21	121	50	82	\$551,500	\$580,000
91915	Chula Vista	40	290	84	76	\$366,500	\$365,000	33	182	61	78	\$375,000	\$426,000
91916	Descanso	0	9	0	200	\$0	\$215,000	0	6	0	90	\$0	\$249,000
91917	Dulzura	0	1	0	46	\$0	\$200,000	0	1	0	111	\$0	\$231,000
91931	Guatay	0	0	0	0	\$0	\$0	0	1	0	166	\$0	\$297,000
91932	Imperial Beach	14	55	45	82	\$241,500	\$264,900	6	39	68	62	\$340,000	\$364,900
91934	Jacumba	1	5	8	31	\$120,000	\$72,900	1	8	168	89	\$23,625	\$84,950
91935	Jamul	5	39	90	86	\$521,000	\$500,000	10	27	114	108	\$662,500	\$675,000
91941	La Mesa	28	181	68	67	\$333,750	\$352,000	31	161	59	73	\$450,000	\$429,900
91942	La Mesa	6	58	75	61	\$327,000	\$340,000	8	41	23	43	\$396,250	\$401,000
91945	Lemon Grove	23	159	77	76	\$232,000	\$230,000	19	87	76	84	\$270,000	\$299,900
91948	Mount Laguna	0	4	0	291	\$0	\$116,250	0	4	0	65	\$0	\$160,000
91950	National City	23	192	55	60	\$175,000	\$175,000	18	85	91	88	\$297,500	\$289,900
91962	Pine Valley	3	12	26	102	\$270,000	\$275,000	3	16	54	89	\$273,900	\$339,500
91963	Potrero	1	4	222	107	\$45,000	\$124,500	0	1	0	75	\$0	\$206,000
91977	Spring Valley	49	403	59	69	\$215,000	\$224,000	46	229	77	74	\$267,500	\$300,000
91978	Spring Valley	4	49	107	71	\$412,500	\$379,900	10	27	74	82	\$444,000	\$417,500
91980	Tecate	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92003	Bonsall	6	24	68	92	\$309,000	\$396,920	4	16	95	88	\$1,085,000	\$467,500
92004	Borrego Springs	3	32	145	182	\$111,000	\$155,000	7	27	47	122	\$223,000	\$232,500
92007	Cardiff By The Sea	7	28	47	75	\$832,500	\$787,500	4	31	84	82	\$614,000	\$1,100,000
92008	Carlsbad	8	71	133	72	\$712,500	\$549,000	11	87	70	76	\$551,050	\$650,000
92009	Carlsbad	31	208	58	62	\$655,000	\$697,450	35	188	77	74	\$735,000	\$796,500
92010	Carlsbad	11	57	26	76	\$560,000	\$525,000	9	56	61	70	\$525,000	\$587,000
92011	Carlsbad	25	96	63	70	\$655,000	\$670,000	18	113	75	74	\$827,500	\$795,000
92014	Del Mar	8	60	150	107	\$1,250,000	\$1,400,000	15	64	102	106	\$1,200,000	\$1,572,500
92019	El Cajon	34	197	47	64	\$384,000	\$355,000	25	151	98	88	\$352,000	\$415,000
92020	El Cajon	26	161	53	69	\$351,000	\$298,000	15	118	44	66	\$375,000	\$374,250
92021	El Cajon	28	188	110	90	\$300,000	\$296,150	35	147	64	78	\$285,000	\$345,000
92024	Encinitas	42	184	65	63	\$730,000	\$681,500	29	209	51	72	\$850,000	\$785,000
92025	Escondido	20	213	55	80	\$423,950	\$245,000	25	127	73	84	\$335,000	\$380,000
92026	Escondido	38	291	47	80	\$390,000	\$299,000	47	214	58	75	\$371,000	\$365,000
92027	Escondido	66	432	70	76	\$236,000	\$231,000	55	285	71	80	\$270,000	\$324,900
92028	Fallbrook	63	276	114	96	\$355,000	\$327,000	20	192	84	87	\$378,265	\$408,995
92029	Escondido	17	92	70	66	\$540,000	\$416,000	23	94	74	84	\$495,000	\$530,000
92036	Julian	3	27	29	88	\$104,500	\$155,000	4	19	174	156	\$290,000	\$300,000
92037	La Jolla	25	116	139	106	\$1,550,000	\$1,495,000	17	118	78	90	\$1,625,000	\$1,737,500
92040	Lakeside	29	147	75	76	\$280,000	\$295,000	24	136	73	77	\$339,500	\$375,000
92054	Oceanside	22	130	61	83	\$412,500	\$337,500	21	157	72	82	\$370,000	\$413,500
92056	Oceanside	62	308	73	64	\$316,750	\$318,250	41	232	56	73	\$372,000	\$384,950
92057	Oceanside	59	380	61	71	\$308,800	\$305,000	61	339	71	79	\$350,000	\$380,000
92058	Oceanside	19	98	55	73	\$325,000	\$287,500	10	23	28	28	\$330,000	\$329,900
92059	Pala	0	2	0	203	\$0	\$577,500	0	0	0	0	\$0	\$0
92060	Palomar Mountain	1	7	101	245	\$285,000	\$185,000	0	3	0	154	\$0	\$247,500
92061	Pauma Valley	6	22	91	84	\$263,000	\$255,450	0	4	0	377	\$0	\$486,500

		Current Year - 2009						Previous Year - 2008					
		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*	
Zip Code	Market Area	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD
92064	Poway	48	219	61	74	\$560,000	\$485,000	33	194	70	66	\$425,000	\$510,000
92065	Ramona	35	199	79	94	\$325,000	\$330,000	28	169	103	94	\$368,000	\$405,000
92066	Ranchita	0	3	0	63	\$0	\$108,880	2	3	119	196	\$227,000	\$229,000
92067	Rancho Santa Fe	10	56	113	133	\$2,325,000	\$2,525,000	10	79	137	111	\$2,750,000	\$2,800,000
92068	San Luis Rey	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92069	San Marcos	33	217	55	65	\$390,000	\$339,000	29	177	65	68	\$350,000	\$387,000
92070	Santa Ysabel	1	4	72	206	\$85,000	\$307,500	0	4	0	273	\$0	\$430,000
92071	Santee	24	199	69	72	\$355,300	\$320,000	22	185	89	68	\$336,500	\$360,000
92075	Solana Beach	7	34	73	99	\$999,100	\$1,150,000	8	44	64	64	\$1,061,250	\$1,306,250
92078	San Marcos	33	267	61	70	\$510,000	\$489,000	40	218	83	79	\$489,500	\$524,450
92081	Vista	29	141	52	71	\$350,000	\$357,000	20	119	93	95	\$421,000	\$415,000
92082	Valley Center	19	124	78	109	\$420,000	\$390,000	13	73	99	96	\$490,000	\$525,000
92083	Vista	27	195	96	72	\$240,000	\$235,000	25	109	113	104	\$260,000	\$317,000
92084	Vista	34	214	74	76	\$321,000	\$285,000	43	161	64	83	\$335,000	\$369,900
92086	Warner Springs	0	3	0	51	\$0	\$220,550	0	7	0	204	\$0	\$285,000
92091	Rancho Santa Fe	4	11	355	242	\$1,956,250	\$1,750,000	3	14	119	110	\$3,195,000	\$3,272,500
92093	La Jolla	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92101	San Diego Downtown	0	3	0	159	\$0	\$480,000	0	6	0	93	\$0	\$580,500
92102	San Diego	16	104	60	64	\$121,700	\$161,000	15	71	122	80	\$252,000	\$245,000
92103	Mission Hills	6	60	42	75	\$722,000	\$610,000	11	68	51	76	\$640,000	\$697,500
92104	North Park	17	93	27	61	\$405,000	\$440,000	25	120	67	57	\$415,000	\$462,500
92105	East San Diego	24	208	27	68	\$187,500	\$181,500	22	112	115	84	\$247,500	\$260,000
92106	Point Loma	22	70	98	89	\$758,750	\$771,250	14	70	64	72	\$777,000	\$863,750
92107	Ocean Beach	7	52	82	67	\$799,000	\$642,611	12	68	53	62	\$720,000	\$737,450
92108	Mission Valley	1	3	29	16	\$485,000	\$485,000	1	1	70	70	\$530,000	\$530,000
92109	Pacific Beach	11	58	57	78	\$910,000	\$765,000	7	73	143	58	\$820,000	\$780,000
92110	Old Town SD	6	40	54	71	\$622,500	\$506,500	5	48	91	68	\$650,000	\$620,500
92111	Linda Vista	10	84	73	50	\$384,000	\$360,000	17	93	87	76	\$375,000	\$403,000
92113	Logan Heights	21	147	141	71	\$120,000	\$128,000	8	49	60	87	\$211,000	\$215,000
92114	Encanto	51	466	66	71	\$195,000	\$190,000	42	235	64	76	\$231,500	\$255,000
92115	College Grove	26	180	34	54	\$342,500	\$322,500	29	160	69	63	\$370,000	\$369,500
92116	Normal Heights	11	109	57	68	\$385,000	\$401,500	13	102	36	74	\$450,000	\$456,000
92117	Clairemont Mesa	22	185	59	54	\$406,250	\$384,000	23	160	62	61	\$475,000	\$441,250
92118	Coronado	8	54	120	147	\$1,450,500	\$1,135,000	11	54	116	100	\$1,346,500	\$1,547,500
92119	San Carlos	12	82	59	54	\$458,500	\$410,000	15	92	56	60	\$438,000	\$433,500
92120	Del Cerro	19	100	25	60	\$445,000	\$436,500	23	98	52	57	\$500,000	\$482,450
92121	Sorrento	1	17	98	47	\$705,000	\$689,000	0	17	0	43	\$0	\$730,000
92122	University City	7	45	114	68	\$650,000	\$560,000	15	50	52	51	\$582,500	\$637,500
92123	Serra Mesa	7	76	79	61	\$350,000	\$361,250	14	75	48	57	\$402,500	\$425,000
92124	Tierrasanta	10	57	66	70	\$544,950	\$500,000	8	48	58	56	\$639,000	\$581,600
92126	Mira Mesa	33	231	75	71	\$385,000	\$366,000	30	245	42	68	\$393,500	\$400,000
92127	Rancho Bernardo	34	211	67	77	\$711,250	\$690,000	33	212	81	73	\$737,500	\$750,000
92128	Rancho Bernardo	50	253	49	60	\$525,000	\$510,000	29	205	53	59	\$560,000	\$560,000
92129	Rancho Penasquitos	23	161	35	55	\$550,000	\$542,000	32	169	62	58	\$550,000	\$578,000
92130	Carmel Valley	39	190	61	67	\$850,000	\$855,000	26	233	50	53	\$995,000	\$960,000
92131	Scripps Miramar	29	139	52	61	\$682,000	\$660,000	25	143	40	63	\$740,000	\$710,000
92139	Paradise Hills	20	163	88	73	\$230,000	\$235,000	17	83	84	77	\$250,000	\$295,000
92145	Miramar	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92154	Otay Mesa	43	378	84	76	\$300,000	\$290,000	45	220	67	72	\$332,500	\$355,000
92155	Amphibious Base	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92161	La Jolla	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92173	San Ysidro	8	82	40	80	\$267,500	\$250,000	11	34	97	84	\$320,000	\$331,725

JULY STATISTICS ATTACHED HOMES

		Current Year - 2009						Previous Year - 2008					
		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*	
Zip Code	Market Area	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD
91901	Alpine	1	8	24	105	\$156,000	\$163,000	2	9	75	47	\$194,500	\$195,000
91902	Bonita	3	29	6	72	\$220,000	\$176,000	3	18	69	87	\$169,000	\$170,500
91905	Boulevard	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91906	Campo	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91910	Chula Vista	15	131	72	87	\$138,000	\$152,000	17	85	74	89	\$175,000	\$235,000
91911	Chula Vista	29	197	64	72	\$125,000	\$125,000	12	88	54	73	\$152,500	\$170,500
91913	Chula Vista	22	161	84	82	\$196,950	\$210,000	18	114	72	88	\$270,000	\$274,450
91914	Chula Vista	7	63	122	56	\$209,000	\$217,000	5	32	98	79	\$250,000	\$279,950
91915	Chula Vista	16	118	133	84	\$213,810	\$220,000	19	84	81	90	\$264,000	\$286,000
91916	Descanso	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91917	Dulzura	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91931	Guatay	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91932	Imperial Beach	11	39	66	99	\$173,000	\$173,000	2	32	98	115	\$314,500	\$294,500
91934	Jacumba	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91935	Jamul	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91941	La Mesa	9	43	95	79	\$260,000	\$172,000	4	26	73	92	\$227,000	\$230,250
91942	La Mesa	11	49	76	105	\$184,000	\$190,000	5	32	53	71	\$242,000	\$272,000
91945	Lemon Grove	3	27	209	123	\$110,000	\$107,000	0	18	0	71	\$0	\$169,500
91948	Mount Laguna	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91950	National City	4	46	66	106	\$64,500	\$105,000	9	22	19	88	\$80,000	\$153,950
91962	Pine Valley	0	0	0	0	\$0	\$0	0	1	0	36	\$0	\$70,000
91963	Potrero	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91977	Spring Valley	19	113	86	87	\$127,000	\$115,000	10	54	83	71	\$174,400	\$180,500
91978	Spring Valley	2	15	101	94	\$137,500	\$127,000	3	16	268		\$158,500	\$157,250
91980	Tecate	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92003	Bonsall	3	19	9	98	\$112,000	\$115,000	4	12	148	100	\$170,000	\$192,500
92004	Borrego Springs	2	5	142	201	\$132,500	\$100,000	0	7	0	134	\$0	\$185,000
92007	Cardiff By The Sea	3	22	72	59	\$440,000	\$452,500	4	29	87	84	\$781,250	\$500,000
92008	Carlsbad	14	53	119	98	\$399,500	\$399,900	10	51	107	99	\$492,500	\$495,000
92009	Carlsbad	23	127	85	82	\$310,000	\$308,000	17	103	78	79	\$285,000	\$355,000
92010	Carlsbad	8	40	51	62	\$347,000	\$339,250	3	35	201	84	\$310,000	\$389,000
92011	Carlsbad	8	40	53	38	\$402,400	\$390,000	9	51	71	72	\$510,000	\$494,900
92014	Del Mar	2	20	64	68	\$589,000	\$421,700	0	19	0	113	\$0	\$950,000
92019	El Cajon	9	104	65	74	\$175,000	\$173,000	7	67	88	79	\$190,000	\$226,000
92020	El Cajon	18	133	92	89	\$85,000	\$90,000	14	66	88	85	\$128,174	\$153,500
92021	El Cajon	19	115	66	93	\$110,000	\$115,000	9	52	56	73	\$130,000	\$166,500
92024	Encinitas	13	76	19	47	\$390,000	\$369,000	12	62	45	56	\$536,500	\$437,500
92025	Escondido	16	76	94	74	\$130,000	\$110,500	9	45	46	84	\$183,000	\$176,500
92026	Escondido	7	106	78	71	\$94,500	\$98,500	12	55	77	79	\$180,000	\$185,000
92027	Escondido	12	83	98	67	\$85,400	\$85,500	11	58	80	84	\$117,500	\$125,000
92028	Fallbrook	3	12	70	86	\$185,000	\$82,125	1	6	1	59	\$275,000	\$288,250
92029	Escondido	0	5	0	94	\$0	\$200,000	1	6	7	53	\$210,000	\$243,500
92036	Julian	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92037	La Jolla	22	143	80	96	\$534,000	\$510,000	22	179	157	108	\$599,250	\$590,000
92040	Lakeside	12	57	68	73	\$86,928	\$95,500	10	37	59	75	\$119,450	\$119,900
92054	Oceanside	13	79	82	84	\$300,000	\$295,000	12	96	83	93	\$173,250	\$304,450
92056	Oceanside	29	163	63	79	\$198,000	\$179,000	22	113	69	85	\$220,000	\$249,000
92057	Oceanside	35	218	81	75	\$135,000	\$129,000	28	138	84	85	\$172,500	\$185,500
92058	Oceanside	11	46	80	83	\$165,000	\$156,500	2	3	72	50	\$228,750	\$184,000
92059	Paia	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92060	Palomar Mountain	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92061	Pauma Valley	0	2	0	230	\$0	\$308,000	0	0	0	0	\$0	\$0

		Current Year - 2009						Previous Year - 2008					
		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*	
Zip Code	Market Area	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD
92064	Poway	5	33	45	78	\$179,000	\$188,000	3	25	61	100	\$300,000	\$316,000
92065	Ramona	3	32	33	113	\$110,000	\$139,950	3	11	30	133	\$174,900	\$215,000
92066	Ranchita	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92067	Rancho Santa Fe	0	2	0	87	\$0	\$900,000	0	3	0	246	\$0	\$1,040,000
92068	San Luis Rey	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92069	San Marcos	10	86	51	76	\$126,500	\$139,950	10	35	128	84	\$183,245	\$187,000
92070	Santa Ysabel	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92071	Santee	16	128	57	75	\$167,500	\$181,475	19	78	70	71	\$230,000	\$209,500
92075	Solana Beach	8	47	65	83	\$515,000	\$579,000	4	38	23	74	\$664,500	\$612,500
92078	San Marcos	10	92	68	87	\$332,500	\$260,000	20	120	66	75	\$267,000	\$295,000
92081	Vista	4	27	139	97	\$158,000	\$168,000	2	23	86	79	\$235,000	\$210,000
92082	Valley Center	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92083	Vista	6	36	77	83	\$117,500	\$124,500	9	31	52	61	\$107,900	\$190,000
92084	Vista	2	37	93	63	\$152,500	\$128,000	8	19	72	64	\$147,500	\$175,000
92086	Warner Springs	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92091	Rancho Santa Fe	2	10	55	81	\$652,000	\$683,404	2	10	120	139	\$670,000	\$758,750
92093	La Jolla	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92101	San Diego Downtown	89	451	72	74	\$365,000	\$380,000	64	383	90	79	\$425,000	\$465,203
92102	San Diego	7	51	72	65	\$210,000	\$123,000	5	34	88	111	\$156,000	\$264,000
92103	Mission Hills	23	122	81	77	\$395,000	\$351,125	18	124	72	78	\$419,500	\$409,500
92104	North Park	16	107	95	81	\$195,000	\$170,000	11	105	94	75	\$297,000	\$258,000
92105	East San Diego	8	102	53	69	\$86,500	\$77,500	13	69	127	97	\$85,000	\$115,000
92106	Point Loma	3	24	101	72	\$326,000	\$490,001	7	26	71	71	\$459,000	\$442,500
92107	Ocean Beach	5	29	75	78	\$365,000	\$300,000	2	32	27	76	\$511,250	\$400,000
92108	Mission Valley	26	153	64	63	\$222,500	\$213,000	21	134	42	61	\$230,000	\$321,170
92109	Pacific Beach	26	132	106	92	\$396,250	\$422,270	25	129	73	73	\$481,000	\$487,000
92110	Old Town SD	12	75	54	81	\$251,000	\$264,000	9	67	75	80	\$365,000	\$320,000
92111	Linda Vista	23	98	65	75	\$300,000	\$279,500	11	70	71	80	\$224,900	\$300,000
92113	Logan Heights	3	46	70	71	\$60,000	\$67,625	6	15	109	85	\$153,500	\$150,000
92114	Encanto	2	11	12	81	\$128,325	\$61,000	0	12	0	49	\$0	\$222,750
92115	College Grove	24	162	51	75	\$99,000	\$105,059	23	122	77	79	\$130,000	\$165,000
92116	Normal Heights	9	92	94	68	\$200,000	\$137,500	6	77	51	77	\$150,000	\$179,500
92117	Clairemont Mesa	15	57	57	62	\$309,900	\$284,000	9	34	102	98	\$160,000	\$244,950
92118	Coronado	4	36	118	137	\$695,000	\$787,500	9	44	95	109	\$1,100,000	\$1,505,000
92119	San Carlos	11	44	47	61	\$175,000	\$152,250	7	45	89	80	\$180,000	\$185,000
92120	Del Cerro	12	62	73	81	\$225,000	\$168,500	6	54	82	117	\$199,000	\$225,000
92121	Sorrento	1	6	11	41	\$365,000	\$347,500	0	14	0	54	\$0	\$380,000
92122	University City	23	134	53	76	\$302,500	\$290,000	26	137	69	72	\$337,500	\$342,000
92123	Serra Mesa	6	58	31	87	\$297,500	\$227,000	2	40	68	77	\$344,500	\$347,495
92124	Tierrasanta	10	44	27	71	\$320,500	\$324,000	7	42	83	69	\$337,000	\$359,450
92126	Mira Mesa	15	133	80	73	\$202,000	\$195,000	30	163	51	62	\$216,000	\$219,000
92127	Rancho Bernardo	15	94	72	68	\$285,000	\$255,000	14	98	58	86	\$285,700	\$274,950
92128	Rancho Bernardo	34	163	68	76	\$260,000	\$269,900	23	186	82	73	\$322,000	\$305,000
92129	Rancho Penasquitos	12	84	35	55	\$262,000	\$214,000	15	82	59	56	\$239,000	\$239,500
92130	Carmel Valley	24	116	52	52	\$434,500	\$402,500	22	134	59	53	\$432,500	\$468,500
92131	Scripps Miramar	18	77	53	64	\$294,000	\$300,000	14	76	47	57	\$358,750	\$354,500
92139	Paradise Hills	21	158	75	78	\$125,000	\$125,000	11	77	67	86	\$183,000	\$196,000
92145	Miramar	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92154	Otay Mesa	25	203	86	72	\$165,000	\$150,000	16	106	42	68	\$204,500	\$211,000
92155	Amphibious Base	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92161	La Jolla	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92173	San Ysidro	12	74	58	86	\$85,000	\$95,500	12	38	68	93	\$141,750	\$145,875



COMPARATIVE SALES - EXISTING HOMES - JULY 2009 SAN DIEGO COUNTY

	ATTACHED			DETACHED		
	Sales	% Change from Prior Year	% Change from Prior Month	Sales	% Change from Prior Year	% Change from Prior Month
1 Total Sales Volume July 2009	\$268,380,240	-2.953	-2.556	\$913,388,080	-4.408	8.325
2 Average Sales Price July 2009	\$259,555	-20.128	-4.252	\$475,228	-11.769	5.902
3 Median* Sales Price July 2009	\$210,188	-15.920	-2.230	\$371,000	-9.060	3.050
4 Sold Listings July 2009	1,034	21.504	1.772	1,922	8.343	2.288
5 Average Days on Market July 2009	72	-8.861	-10.000	69	-2.817	-4.167
6 Total Sales Volume July 2008	\$276,545,519			\$955,506,976		
7 Average Sales Price July 2008	\$324,965			\$538,617		
8 Median* Sales Price July 2008	\$250,000			\$408,000		
9 Sold Listings July 2008	851			1,774		
10 Average Days on Market July 2008	79			71		

	ATTACHED			DETACHED		
	Sales	% Change from Prior Year	% Change from Prior Month	Sales	% Change from Prior Year	% Change from Prior Month
11 Total Sales Volume YTD 2009	\$1,623,512,455	-8.196		\$5,457,086,062	-6.090	
12 Average Sales Price YTD 2009	\$249,349	-28.359		\$434,239	-25.579	
13 Median* Sales Price YTD 2009	\$195,000	-29.850	N/A	\$340,000	-20.930	N/A
14 Sold Listings YTD 2009	6,511	28.144		12,567	26.187	
15 Average Days on Market YTD 2009	77	-3.750		73	-3.947	
16 Total Sales Volume YTD 2008	\$1,768,459,530			\$5,810,974,353		
17 Average Sales Price YTD 2008	\$348,053			\$583,490		
18 Median* Sales Price YTD 2008	\$278,000			\$430,000		
19 Sold Listings YTD 2008	5,081			9,959		
20 Average Days on Market YTD 2008	80			76		

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DRE #01810373

WORKING WITH LAW ENFORCEMENT: THE IMPORTANCE OF FILING “LETTERS OF AGENCY”

By Diane Silva-Martinez, Chief Deputy, San Diego City Attorney's Office, and Officer Wes Mangum, San Diego Police Department

If you have ever owned or managed a vacant property, then you may be familiar with some or all of the following scenarios: Transients and prostitutes continually break into the structure despite your best efforts to monitor and secure it; the inside of the structure is now filled with trash, debris, and even human waste; graffiti now covers the outside of the structure and.... that new fence you just erected? The homeless have once again gained access!

Who do you call? If you call the San Diego Police Department, they will explain to you the benefits of: 1) filing a “Letter of Agency” (also known as a “Trespass Authorization” form), and 2) posting a sign on the structure. Better yet, you will be directed to the SDPD’s website at <http://www.sandiego.gov/police/forms/index.shtml#trespass> where you can obtain the form online, and by typing in the zip code of the property, you will automatically know with which Police Division you should file the Letter of Agency.

What is a Letter of Agency? The Letter of Agency is a form which must be signed by the property owner or the owner’s designated agent which allows the San Diego Police Department to act as the owner’s agent for purposes of enforcing laws against any person(s) found on private property without the owner’s consent or without lawful purpose.

Why is a Letter of Agency necessary? It allows and authorizes the SDPD to monitor and enter your property and enforce all laws on or about your property based on written consent, without the agent/owner being present. It can assist in dealing with nuisance issues and crime problems that commonly occur on vacant properties.

Could a real estate agent or broker ever sign the form? Yes, as long as there is accompanying documentation that the agent or broker has been delegated authority by the owner, e.g., a power of attorney or other documentation.

Can it also be used for commercial properties? Yes, as long as the property is posted as closed to the public.

How often should the form be renewed? The form must be renewed every 6 months. California Penal Code section 602(o) is the section charged for trespass on private property not open to the public and references when a peace officer may act as the owner’s agent. The section includes the following language, “..... a single request for a peace officer’s assistance may be made for a period not to exceed six months when the premises or property is closed to the public and posted as being closed.”

What should the “No Trespassing” sign look like? See the recommended prototype above. It can also be viewed on the SDPD website listed above. To be effective, it is recommended that

the sign be no less than 18” x 24”; have a font legible from the nearest public street; and not be posted in a location readily accessible to vandals. It should include the following information:

- the full address of the property
- the words, “No Trespassing”
- the words, “A Letter of Agency has been filed with the San Diego Police Department”
- the name and telephone number of the property manager or person who should be contacted to report problems or concerns

Why is posting a sign so important? Posting a sign is extremely important as it gives clear notice to any would-be trespassers that they will be violating the law by entering the property. It could be argued that drug dealers and other criminals intent on occupying a property give little deference to the “no trespass” warning, but the prosecutor will tell you that the sign will make her job a lot easier at trial should the trespasser be arrested and want his day in court. The “No Trespassing” language will rebut any argument by the defendant that he or she had permission to be on the property, or somehow was not aware the trespass was illegal.

Including all of the recommended language on the sign is important for the following reasons:

- The property address and language that a Letter of Agency is on file – some properties do not have a designated address or it has been removed. Without all this information being clearly indicated on the sign, the officer will not be able to easily verify if a valid Letter of Agency is on file and therefore act accordingly. This language is extremely important as it allows any officer called to the property to immediately see at a glance that the SDPD is authorized as

the owner’s agent to arrest all trespassers. This allows the officer to quickly and efficiently remove unwanted individuals from your property and make arrests when necessary.

- The name and telephone number of the property manager – this allows the officer to notify the broker, agent, or asset manager that there have been arrests at the property or of any other problem. It also allows neighborhood watch groups or Reserve Senior Volunteer Police to notify the property manager of any graffiti, crime, or suspicious activity. Vacant unmonitored properties are also fire hazards so it is extremely important that there be a readily available contact.

Other cities, especially those with vacant property registration ordinances, actually require by law that a sign be posted on vacant structures with the above information. Other jurisdictions require that the sign be constructed of and printed with weather-resistant materials. Some allow the sign to alternatively be posted inside the structure, viewable from a window.

Clearly, filing Letters of Agency is an important law enforcement tool which can assist property owners, property managers, and law enforcement in addressing crime at problem properties. Obviously, the current foreclosure crisis has resulted in many more vacant properties citywide. Both the Police Department and the City Attorney’s Code Enforcement Unit are meeting the challenge by making it a priority to address vacant properties, especially those located in transient corridors, high crime areas, or adjacent to parks and schools. Utilizing effective tools such as Letters of Agency and posting

Letter of Agency on File with the San Diego Police Department

123 Main Street

NO TRESPASSING

Property managed by: John Smith, ABC Realty
(619) 533-5555
Report suspicious activity to San Diego Police Department at 531-2000

signs can go a long way in assisting law enforcement in not just responding to crime, but also preventing it and protecting our neighborhoods.

Diane Silva-Martinez heads the City Attorney’s Code Enforcement Unit and has dedicated the past twenty-five years to prosecuting land-use, health and safety, and public nuisance laws both criminally and civilly. She advises City departments on enforcement issues and works in partnership with code compliance personnel, police, council offices, and community groups to aggressively address code enforcement issues, public nuisances, and problem properties throughout San Diego. She currently supervises a staff of six attorneys, three investigators, and five support staff dedicated to improving the quality of life in San Diego’s neighborhoods and ensuring that properties are put to productive use. Ms. Silva-Martinez regularly makes presentations on code enforcement to cities and associations throughout California, and has authored a number of publications. She authored San Diego’s vacant property ordinance which has been replicated by other jurisdictions and has served as an advisory member to the National Vacant Properties Campaign since 2003.

Officer Wes Mangum is a veteran officer with 13 years of experience with the San Diego Police Department. He currently works on the Department’s Homeless Outreach Team dedicated to addressing the chronic homeless problems and individuals throughout the City of San Diego. He has received a number of awards and numerous commendations for his creative problem solving of community problems such as gangs, homeless issues, drug dealing, vacant properties, and problem transients. Officer Mangum recently received a National Police Service Award from the International Association of Chiefs of Police for his significant service to the community including the development of innovative programs and going beyond the call of duty. If you have questions regarding implementing Letters of Agency and accompanying signs, please contact Officer Mangum at (619) 917-1396 or wmangum@pd.sandiego.gov.

Other important links:

San Diego’s Vacant Property Program: <http://www.sandiego.gov/nccd/housing/vacant.shtml>

How to report a code violation: <http://www.sandiego.gov/nccd/report/>, or call (619) 236-5500

National Vacant Properties Campaign: <http://www.vacantproperties.org/>

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San Diego (formerly Champion Signs): 1.888.791.SIGN Local: 858.751.2900
Riverside County: Local: 951.696.5755
Orange County: 1.800.824.2565 Local: 714.871.5115

CANDIDATE GUIDE

Please note: Candidate names are listed in order as determined by a drawing conducted by the SDAR Election Chair and in accordance with the procedures defined in SDAR's Administrative Election Procedures.

CANDIDATES FOR PRESIDENT-ELECT



ROBERT F. KEVANE

Broker, CPA

The Kevane Company, Inc. - Residential Commercial Land

With 43 years experience in the industry, a Board Member for nine years, and your Treasurer on three different occasions, I am the experienced and proven candidate for President. As chair of our association's Growth and Business Development Task Force, we are developing a plan that will ensure that our association remains progressive, provides benefits to you at a lower cost, and becomes fiscally stronger to better serve you. You, our members, have been an integral part of our association's transition from the best in San Diego County to virtually one of the best in California and possibly the Nation.



Chris ANDERSON

e-PRO®, RMS

Town & Country Realty - Residential Land Commercial
www.realestatechris.com

As a proven leader with 20 years experience as a full time REALTOR®, your current Vice President, a C.A.R. Director and a member of the 2008, 2009 & 2010 strategic planning, I understand the challenges you face in today's market and will continue to implement proactive solutions in the future.

I pledge as your President-Elect to:

- Ensure your membership dues stay low
- Be your advocate on MLS advances
- Improve your business by providing cutting-edge benefits

CANDIDATES FOR VICE PRESIDENT



RAYLENE BRUNDAGE

RMS

Weichert REALTORS® Elite – Residential Real Estate
www.RayleneShines.com

I have served the past 3 years as a director and on Strategic Planning. I currently serve on committees: Government Affairs, Grievance, Housing Opportunities (Vice-Chair), Events (Chair). I am an active REALTOR® advocating for the highest standard of professionalism and ethics, education, government issues, and providing useful member resources. In my daily business interaction I actively seek input from members to better represent the membership needs. A vote for Raylene is a vote for you!



ANGELA ORDWAY

ABR, e-PRO®

Prudential California Realty - Residential Real Estate
www.ISELLPUSD.com

As Vice President I will be dedicated to the promotion and protection of the business interests of REALTOR® members and assuring that SDAR continues to be the preeminent source of essential business services. I will work closely with our elected officials and community leaders to make sure that private property rights are preserved. SDAR is the Board of choice for real estate professionals committed to excellence. I am committed to excellence. Thank you for your vote.

CANDIDATES FOR DIRECTOR



KEN TABLANG

Ascent Real Estate, Inc. – Residential REO Investment
www.kengina.com

As a well established and respected leader in the San Diego Real Estate market I plan to bring passion, organization, efficiency, and enthusiasm while serving as Director. I will use my experience and productive work ethics to serve the San Diego Association of REALTORS® with honor and great leadership.



LESLIE KILPATRICK

Broker Associate

Willis Allen Real Estate – Residential Real Estate
www.LeslieKilpatrick.com

As we embrace technology we must hold fast to our core values and personal relationships with each other and those we serve. As a 30-year veteran REALTOR®, volunteer, business leader and community servant, I have learned to play well with others and always maintain my sense of humor.



LINDA LEE

Broker Associate, CPA, CRS, e-PRO®, GRI, RMS

Prudential California Realty – Residential Real Estate
www.MyHomesByLinda.com

I am Linda Lee and I am asking for your vote. I bring a great deal of experience and enthusiasm and believe strongly in being efficient and effective. It's a great life! Please vote Linda Lee for SDAR Director! Onward and Upward!



DIANE RATH

ABR, CIPS, CRS, GRI, PMN, QSC, RSPS, SRES, TRC

ERA Eagle Estates Realty – Residential Real Estate
www.SandnSeaHomes.com

WHAT'S IN IT FOR ME? Absolute conviction that we have the best association in California; wanting to be a part of the education and vision for the future for all of us. My experience will help in maintaining our standards & keeping our costs low. I PROMISE TO BE PROACTIVE!



CORY SHEPARD

Prudential California Realty – Residential Auctions Foreclosures
www.coryshepard.prudentialcal.com

My goal as your representative will be to utilize my 33 years of experience as an agent and owner to further the growth of SDAR, assist the association in bringing added benefits to each member, protect real property rights, and protect and improve the business practices within our industry.



DAVE GILLINGHAM

Broker

Coronado Island Realty – Residential Commercial Development
www.coronado-realty.com

I would be honored to serve again on the SDAR Board of Directors! As the owner of an independent brokerage, I believe I understand the challenges facing REALTORS® today, and I look forward to helping meet those challenges. Yikes, a 50 word limit! Please vote DAVE GILLINGHAM for DIRECTOR.

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www.DreamDesignRealty.com

I am active in SDAR Leadership as Chair of the Information Systems Technology Committee and Vice Chair of the YPN, member of the Educational and STUG Committees. As Director, I will do my best to represent you in a manner that continues to support and improve our industry.



MICHAEL SPILGER
Broker, Attorney
California Brokers Network – Residential Risk Management
www.sdrealtylaw.com

Goal: I dedicate myself to help agents raise their level of professionalism to surpass public expectations. SDAR: Volunteer of Year, 2003; Presidential Achievement Award, 2001 & 2006; Instructor for 7 classes (continuing education). Committees: Risk Management; By-laws; Mediation; Professional Standards;

C.A.R.: Director, 2006. Certified Trainer – Pro Standards.



DENNIS D. BAKER
CRS, GRI, e-PRO®, CDPE
Weichert REALTORS® Elite – Residential Real Estate

It has been my pleasure to serve SDAR as a Director for two terms, Chair and Member of Membership Committee, 8 years, Strategic Planning, 2 years, and was Realtor of the Year for 2006. I would appreciate your vote to continue representing you at SDAR.



DAN HILL
CRS, GRI, SRES, e-PRO®, RMS
Hill Realty Group – Residential Real Estate
www.FineSanDiegoHomes.com

Our association is strong and has shown a steady commitment to the education and support of our REALTOR® community. As a member of the Board of Directors, I will strive to continue that positive trend while bringing an independent point of view. I seek your vote and appreciate your support.



GLENN BENNETT
Broker
Cowles Mountain Realty – Residential Real Estate

Being an active member of SDAR since 1981 has given me many leadership opportunities. Currently I chair the Communications and RAPP Committees, (past SDAR Director). This is my 4th year as a C.A.R. Director and I was just elected to a second term as President of Rebuilding Together San Diego.



STEVE FRAIOLI
Broker, ABR, GRI, SRES
Steven G. Fraioli & Associates – Residential Real Estate
www.MyRealtorSteve.com

I appreciate the opportunity to serve you on the board of directors in 2010. I'm an independent broker working to keep our association a source for guidance and education. I am honored to have served on the Grievance Committee since 2007. To continue to serve, I ask for your vote.



CARYL ISEMAN*
GRI
Abbott Realty Group – Residential Investment Commercial
www.ahomeinsandiego.com

I have the knowledge, ethics, integrity and experience which you should expect from a director of your association. I am a current director, Chair of the Housing Opportunities Committee, Treasurer of the Ambassador Foundation, Strategic Planning Committee member and co-chair the Downtown SD caravan. I

would be honored to have your vote.

*Candidate by petition



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MISSION BAY REAL ESTATE ASSOCIATION



The Bay Area Multiple Listing Service was incorporated in February 1949 by Vernon E. Taylor and six other REALTORS® in the Pacific Beach area. By 1952 they had elected Earl Taylor, Vern's father, as president.

When the San Diego Association of REALTORS® began distributing books with all the listings for the area, local listings were no longer distributed to member offices and the name was changed to Mission Bay Real Estate Association (MBREA).

The mission of the Mission Bay Real Estate Association is to provide an environment that allows its members to develop business, market their products and services, and educate themselves within the forum that is provided by this organization, while maintaining the highest level of professionalism and ethics.

The association currently has over 260 members of REALTORS® and sixteen other related types of businesses. There are 55 real estate offices and 63 affiliate businesses represented. We have a board of directors of eleven members plus an executive director. Our current president is Carol Yates of Prudential Dunn, REALTORS®.

MBREA meets every Tuesday morning at 8:30 a.m. to pitch their properties and go on caravan. Coffee, bagels, danish and fruit are provided by the association.

Guest speakers talk about real estate subjects or community concerns about once a month. The talks must be educational in nature. Members volunteer to donate raffle gifts each meeting. The proceeds from the raffle help to defray the cost of our two annual parties. Our summer party, held each July, is free to members and guests pay a small fee. Our holiday party in December is partly subsidized by the treasury for the dinner and dancing.

Every October for the past seven

years MBREA has sponsored a charity golf tournament, "Links for Learning", with the proceeds going to the four Pacific Beach elementary schools. We have contributed over \$60,000 to the schools. This year's event is scheduled for Thursday, October 15 at River Walk. The cost for golfers is \$150 and dinner only is \$30. Anyone wishing to participate may contact Don Brown at don.brown@bankofamerica.com.

We are a fun group of business people and you are welcome to visit us at the Mission Bay Yacht Club any Tuesday morning. Your first visit is free.

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Prices subject to change. Landscaping and shrubs shown not included in the purchase price. All square footage is approximate. Renderings are artist's conception. Information is accurate as of the date of publication.



PACIFIC HIGHLANDS RANCH

TIME TO PUT ON YOUR WALKING SHOES!

By Lita LaGuire

The San Diego Association of REALTORS® Ambassadors Foundation is pleased to sponsor the 2nd Annual Everyday Heroes 5K Walk/Fun Run on September 26, 2009. All proceeds from the walk benefit the "Everyday Heroes" program, which helps San Diego Police Officers become homeowners. The event begins at 8:00 a.m. at the new NTC Promenade at Liberty Station, Point Loma.

This year we will be walking alongside the San Diego-Imperial Council Girl Scouts. This will be a huge joint effort and should prove to be a great deal of fun. Dogs are welcome and there will be a special area for pets. A children's play area will also be available. As an added treat, there will be live entertainment.

We encourage you to get involved and support this endeavor in one or more of the following ways:

- 1) Form a walk team with your office and/or friends. You can challenge other offices to see who can raise the most in donations.
- 2) Walk as individual and raise funds via pledges.
- 3) Volunteer at the event. We will need many hands that morning for registration and distribution of event materials.

Sponsorships are still available. Sponsorships include booth space at the event and logo placement on event materials. There are also opportunities to feature sponsors on the air with KUSI's Joe Lizura. For more information please contact the SDAR Sales Department at (858) 715-8072.

We hope you will join us for a morning of fun as we walk (or run) for a great cause. For more information or to register, please visit www.walkforcops.com.

LISTINGS STAY WITH THE BROKER: DON'T ASSUME YOUR LISTING MAKES THE SWITCH WHEN YOU CHANGE BROKERS

Q: About a week after I took on a new listing, I switched brokerages and had my license transferred. My client, the seller of the property, wants to follow me to my new broker. Can she ask my former broker to terminate the listing so she can relist with me at my new brokerage?

A: This situation requires a delicate balance. The Code of Ethics governs only activities of REALTORS® and not activities of clients. Therefore, there is nothing that prohibits the seller from independently requesting that your former broker terminate the listing.

Whether and to what extent the listing broker must honor that request is a matter of contract law in your state. The seller should consult with her attorney about her legal rights under the listing contract.

Where the need for balance comes into play is in your conduct. Generally, a listing agreement is entered under the name of the broker or brokerage—not the sales associate. In such cases, the listing is "owned" by the broker and not by the sales associate. As Article 16 of the Code provides, "REALTORS® shall not engage in any practice or take any action inconsistent with exclusive representation or exclusive brokerage relationship agreements that other REALTORS® have with clients."

Assuming that "your" listing was an exclusive listing, Article 16 of the Code prohibits you from interfering with your former broker's listing, including one that was "yours" prior to your departure from the company.

Standard of Practice 16-20 amplifies this obligation and expands on a REALTOR®'s conduct both before and after leaving a brokerage: "REALTORS®, prior to or after terminating their relationship with their current firm, shall not induce clients of their current firm to cancel exclusive contractual agreements between the client and that firm."

So, while the seller can decide to follow you to your new company,

you may not do anything to attempt to induce that seller to ask that the listing be cancelled or terminated.

Columnist Bruce Aydt, ABR®, CRB, is senior vice president and gen-

eral counsel of Prudential Alliance, REALTORS®, in St. Louis and a former chair of NAR's Professional Standards Committee. You can send him your ethics questions at ethics@realtors.org.

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Education Schedule

Classes subject to change or cancellation. Check www.sdar.com for current information.

August	Class Name	Time	SDAR	All Others	Credits	Presenter	
19	Statistics: The Key to Pricing Properties (held at Chula Vista Golf Course)	9:00 am – 12:00 pm	\$19	\$25	NA	John T. Altman	August 19–31
20-21	Accredited Buyer Representative (ABR)	9:00 am – 4:00 pm	\$279	\$325	NA	J. Alan Sappenfield	
24-26	Conquering Contracts (RMS Audit: \$75)	Mon: 8:30 am – 3:30 pm Tue: 8:30 am – 5:00 pm Wed: 8:30 am – 1:30 pm	\$299	\$399	19CP	Rick Waite, Esq. Michael Spilger, Esq.	
27	REO 102: You Get an REO Listing... Now What?	9:00 am – 4:00 pm	\$99	\$99	NA	C.J. Johnson	
27	WINForms® Online Lab	9:00 am – 12:00 pm	\$35	\$42	NA	Kimber Backlund	
September	Class Name	Time	SDAR	All Others	Credits	Presenter	
2	Real Estate Finance Seminar	8:00 am – 12:15 pm	FREE	FREE	NA	TBA	September 1 – 30
2	Red Flags: Natural Hazard, Title, Termite (RMS Members: \$65)	9:00 am – 1:00 pm	\$81	\$90	4CP	Michael Spilger, Esq.	
8	Tempo Basics & Preferences	9:15 am – 11:15 am	FREE	FREE	NA	Sandicor Trainer	
8	Tempo Personal Defaults	12:15 pm – 1:15 pm	FREE	FREE	NA	Sandicor Trainer	
8	Prospecting w/Client Gateway	1:30 pm – 4:30 pm	FREE	FREE	NA	Sandicor Trainer	
10	RELAY® Lab	9:00 am – 12:00 pm	\$35	\$42	NA	Kimber Backlund	
10-11	Certified International Property Specialist (prerequisite 2-day course)	8:00 am – 5:00 pm	\$295	\$295	NA	Tony Macaluso	
14-18	Certified International Property Specialist (5-day course)	8:00 am – 5:00 pm	\$1,295	\$1,295	NA	David E. Wyant	
18	Title Insurance Basics	12:00 pm – 1:30 pm	\$10	\$15	NA	Jackie Oliver, Esq.	
21	Tempo CMA's and Add/Edit Listing Maintenance	9:15 am – 11:15 am	FREE	FREE	NA	Sandicor Trainer	
21	Tempo Property Panorama & Broker Caravans/Tours	12:15 pm – 2:15 pm	FREE	FREE	NA	Sandicor Trainer	
21	Tempo Custom Reports	2:30 pm – 4:30 pm	FREE	FREE	NA	Sandicor Trainer	
22	Know Your Disclosures: How to Succeed in a Risky Business (RMS Members: \$59)	9:00 am – 4:00 pm	\$79	\$99	6CP	Ed Estes, Esq.	
23	Tempo Realist Tax	9:15 am – 11:15 am	FREE	FREE	NA	Sandicor Trainer	
23	Tempo Revise/Modify Prospect Records	12:15 pm – 1:30 pm	FREE	FREE	NA	Sandicor Trainer	
23	Tempo Hot Sheet Reports	1:30 pm – 2:45 pm	FREE	FREE	NA	Sandicor Trainer	
23	Tempo Mobile MLS Access (WAP)	3:15 pm – 4:30 pm	FREE	FREE	NA	Sandicor Trainer	
29	Contract Essentials (RMS Members: \$69)	8:00 am – 5:00 pm	\$89	\$105	8CP	Ed Estes, Esq.	
30	WINForms® Online Lab	9:00 am – 12:00 pm	\$35	\$42	NA	Kimber Backlund	
For easy registration, visit www.sdar.com or call (858) 715-8040.							



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SEPTEMBER 2009 CALENDAR OF EVENTS



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
		REIE Exchangers 8:30 a.m. – 11:00 a.m. 1	Real Estate Finance 8:00 a.m. – 12:15 p.m. 2 Red Flags: Natural Hazards, Title, Termite 9:00 a.m. – 1:00 p.m.	Online Polls Close for SDAR Election 3 5:00 p.m.	4	SDAR Closed In observance of Labor Day 5
"Real Estate Today" on AM 600 KOGO 6 9:00 a.m. – 10:00 a.m.	SDAR Closed Labor Day 7	REIE Exchangers 8:30 a.m. – 11:00 a.m. 8 Tempo Basics & Preferences 9:15 a.m. – 11:15 a.m. Tempo Personal Defaults 12:15 p.m. – 1:15 p.m. Prospecting w/Client Gateway 1:30 p.m. – 4:30 p.m.	9	Certified International Property Specialist (Local Market – Day 1) 10 8:00 a.m. – 5:00 p.m. RELAY* Lab 9:00 a.m. – 12:00 p.m.	Certified International Property Specialist (Local Market – Day 2) 11 8:00 a.m. – 5:00 p.m. SDAR Annual Meeting & Chili Cook-Off Luncheon 11:00 a.m. – 2:00 p.m.	One-Day Prep Course 8:30 a.m. – 5:00 p.m. 12
13 "Real Estate Today" on AM 600 KOGO 9:00 a.m. – 10:00 a.m.	Certified International Property Specialist (Europe) 14 8:00 a.m. – 5:00 p.m. New Member Orientation 8:30 a.m. – 5:00 p.m.	Certified International Property Specialist (Asian/Pacific) 15 8:00 a.m. – 5:00 p.m. REIE Exchangers 8:30 a.m. – 11:00 a.m.	Certified International Property Specialist (The Americas) 16 8:00 a.m. – 5:00 p.m. CIPS Reception 5:00 p.m. – 7:00 p.m.	Certified International Property Specialist (Investment & Financial Analysis – Day 1) 17 8:00 a.m. – 5:00 p.m.	Certified International Property Specialist (Investment & Financial Analysis – Day 2) 18 8:00 a.m. – 5:00 p.m. Title Insurance Basics 12:00 p.m. – 1:30 p.m.	19
20 "Real Estate Today" on AM 600 KOGO 9:00 a.m. – 10:00 a.m.	CMA's and Add/Edit Listing Maintenance 21 9:15 a.m. – 11:15 a.m. Property Panorama and Broker Caravan/Tours 12:15 p.m. – 2:15 p.m. Tempo Custom Reports 2:30 p.m. – 4:30 p.m.	REIE Exchangers 22 8:30 a.m. – 11:00 a.m. Know your Disclosures: How to Succeed in a Risky Business 9:00 a.m. – 4:00 p.m.	Tempo Realist (Tax) 23 9:15 a.m. – 11:15 a.m. Revise/Modify Prospect Records 12:15 p.m. – 1:30 p.m. Tempo Hot Sheets Reports 1:30 p.m. – 2:45 p.m. Tempo Mobile MLS (WAP) 3:15 p.m. – 4:30 p.m.	24	GRI – Legal Issues 25 8:00 a.m. – 5:00 p.m.	Everyday Heroes 5K Walk/Fun Run* 26 7:30 a.m. – 10:00 a.m. (at Liberty Station, Point Loma)
27 "Real Estate Today" on AM 600 KOGO 9:00 a.m. – 10:00 a.m.	28	Contract Essentials 29 8:00 a.m. – 5:00 p.m. REIE Exchangers 8:30 a.m. – 11:00 a.m.	WINForms® Online Lab 30 9:00 a.m. – 12:00 p.m.	EVERYDAY HEROES 5K WALK FUN RUN 5K Walk/Fun Run on Sept. 26 As a benefit for the "Everyday Heroes" program, which helps San Diego Police Officers become homeowners, SDAR's Ambassadors Foundation is hosting a 5K Walk/ Fun Run on Saturday, September 26 . The event begins at 8:00 a.m. at the new NTC Promenade at Liberty Station, Point Loma. Find out more and register at www.WalkForCops.com.		

SDAR COMMITTEE MEETINGS	
1	Housing Opportunities 9:00 a.m. – 11:00 a.m.
1	Bylaws 3:00 p.m. – 5:00 p.m.
3	Communications 11:30 a.m. – 1:00 p.m.
3	Executive 2:00 p.m. – 5:00 p.m.
8	Education 3:00 p.m. – 4:30 p.m.
9	Grievance 9:00 a.m. – 11:00 a.m.
9	Risk Management 12:00 p.m. – 3:00 p.m.
9	Young Professionals Network 1:00 p.m. – 2:00 p.m.
11	Board of Directors 8:30 a.m. – 12:00 p.m.
17	Information Systems 11:30 a.m. – 1:30 p.m.
17	Membership 2:00 p.m. – 4:00 p.m.
21	Events 9:30 a.m. – 11:00 a.m.
23	Professional Standards Exec. 12:00 p.m. – 2:00 p.m.
24	REALTORS® Active in the Political Process (RAPPP) 11:30 a.m. – 1:00 p.m.
25	Government Affairs 9:00 a.m. – 11:00 a.m.
28	Executive 2:00 p.m. – 5:00 p.m.

All classes/events subject to
change or cancellation.
*Class/Event held off-site

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